

Message Text

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PAGE 01 STOCKH 01241 300742Z

ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 NEA-10
/046 W

-----036150 301831Z /50

R 291526Z MAR 78

FM AMEMBASSY STOCKHOLM

TO AMEMBASSY TUNIS

INFO SECSTATE WASHDC 3410

C O N F I D E N T I A L STOCKHOLM 1241

FOR AMBASSADOR FROM ECON COUNSELOR SHERWOOD

E.O. 11652: GDS

TAGS: EAIR, SW, TS

SUBJ: SWEDISH AIR TRAFFIC CONTROL SYSTEM

REF: (A) 77 STOCKHOLM 5172, (B) 77 TUNIS 9269

1. GUNNAR WEDELL, PRESIDENT OF SWEDISH ELECTRONICS FIRM, DATA-SAAB, PROBABLY VISITING TUNIS FROM LATE AFTERNOON RE DATA-SAAB'S AIR TRAFFIC CONTROL (ATC) SYSTEM. I TOLD WEDELL SOME TIME AGO I THOUGHT HE WOULD FIND MUCH BENEFIT FROM DISCUSSING TUNISIAN SCENE WITH YOU OR YOUR STAFF, AND, I SUGGEST, THAT YOU MIGHT FIND THE DATA-SAAB-GOT DEAL OF INTEREST. ACCORDINGLY, WEDELL WILL GET IN TOUCH WITH EMBASSY AFTER ARRIVAL AND ASK FOR AN APPOINTMENT. HE WILL BE ACCOMPANIED BY A SALES MANAGER AND AN OFFICIAL OF THE SKANDANAVISKA ENSKILDA BANKEN ("SE BANK").

2. FOR YOUR BACKGROUND INFORMATION, WEDEL WAS FOR YEARS WITH IBM IN THE US, THEN HEADED IBM'S SCANDINAVIAN RESEARCH LABORATORY IN STOCKHOLM BEFORE BECOMING HEAD OF STANSAAB, AN ELECTRONICS FIRM WHICH WAS 50 PERCENT HELD BY THE SAAB COMPANY (CARS, AIRCRAFT, ETC.) AND 50 PERCENT GOS. STANSAAB
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PAGE 02 STOCKH 01241 300742Z

IS INSTALLING AN AIR TRAFFIC CONTROL SYSTEM IN THREE USSR AIRPORTS UNDER A CONTRACT WHICH CAUSED CONSIDERABLE DISCUSSION BETWEEN THE USG AND STANSAAB IN 1976-77 DUE TO US COMPONENTRY INCLUDED IN THE SWEDISH EQUIPMENT. APPROVAL WAS FINALLY GIVEN BY USG IN 1977. STANSAAB MERGED ON JANUARY 1 OF THIS YEAR WITH DATA-SAAB AS SWEDEN'S LARGEST COMPUTER PRODUCER,

WITH WEDELL AS PRESIDENT.

3. IT IS INTERESTING TO NOTE THAT TUNISIANS ARE DIVERSIFYING SOURCES, OR CONTINUING TO DIVERSIFY SOURCES OF SUPPLY, FOR SOPHISTICATED EQUIPMENT. WEDELL SAID LM ERICSSON OF SWEDEN HAD WON OUT OVER THOMPSON CSF OF FRANCE ON A TUNISIAN RADAR CONTRACT.

KENNEDY-MINOTT

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ELECTRONIC EQUIPMENT, AIR TRAFFIC CONTROL, INFORMATION SYSTEMS
Control Number: n/a
Copy: SINGLE
Draft Date: 29 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STOCKH01241
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780138-0768
Format: TEL
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780311/aaaaajhw.tel
Line Count: 70
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 1a9a24b9-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 77 STOCKHOLM 5172, 77 TUNIS 9269
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 01 jun 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3127907
Secure: OPEN
Status: NATIVE
Subject: SWEDISH AIR TRAFFIC CONTROL SYSTEM
TAGS: EAIR, SW, TS
To: TUNIS
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/1a9a24b9-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014